



STATE OF IOWA
MASTER AGREEMENT
 Contract Declaration and Execution

EFFECTIVE BEGIN DATE: 10-01-2008
 EXPIRATION DATE: 09-30-2009
 PAGE: 1 of 4

VENDOR:

Brodart Co.
500 Arch St

Williamsport, PA 17701
USA

VENDOR CONTACT:

Jillian Voss

PHONE: 570-326-2461 EXT: 6166

EMAIL: bookbids@brodart.com

ISSUER:

JEANETTE CHUPP

PHONE: 515-281-6288

EMAIL: Jeanette.Chupp@iowa.gov

FOB FOB Dest, Freight Prepaid

Contract For: Books and Publications

The parties agree to comply with the terms and conditions on the following attachments which are by this reference made a part of the Agreement. Attachment 1: General Terms and Conditions for goods contracts posted at: http://das.gse.iowa.gov/terms_goods.pdf. Attachment 2: RFP 0707005010 of Sept. 8, 2006, on file with the Iowa Dept. of Administrative Services/GSE. IMPORTANT: Customer Service/Support Contact: Jillian Voss at Phone 800-474-9802 or 570-326-2461, ext. 6542, or FAX 800-999-6799 or FAX 570-326-1479, or E-Mail Address: Jillian.Voss@brodart.com. Web-Site Address: www.bibz.com. Note: On-Line or hard-copy orders accepted. Payment Terms: Net 30 or MasterCard State P-Card. No Minimum Order requirement, FOB Destination, and Regular delivery of 5 to 10 days after receipt of order. Refund Policy (in the event of pre-authorized return of publications in original packaging) this policy is applicable to any book received Damaged, Defective or Not-As-Ordered (wrong title supplied, short shipment, etc.): Full refund available within the first 60 days after-receipt-of-order, in the form of a company credit. Note: Other types of returns shall be handled on an individual basis, and may be subject to a re-stocking fee. Order confirmation FAX Back: order confirmations shall be faxed to the requestor. Backorders carried 6-months upon request

RENEWAL OPTIONS

FROM 10-01-2009 TO 09-30-2010

FROM 10-01-2010 TO 09-30-2011

FROM 10-01-2011 TO 09-30-2012

AUTHORIZED DEPARTMENT

ALL

IN WITNESS WHEREOF, this Agreement has been executed by the parties hereto.

CONTRACTOR		STATE OF IOWA	
CONTRACTOR'S NAME (If other than an individual, state whether a corp., partnership, etc.)		AGENCY NAME	
Brodart Co., by Nubro, Inc., general partner		Dept. of Administrative Services	
BY (Authorized Signature)	Date Signed	BY (Authorized Signature)	Date Signed
Emily Anne Schulte	8/27/08	Jeanette Chupp	August 26, 2008
Printed Name and Title of Person Signing		Printed Name and Title of Person Signing	
Emily Anne Schulte, Product Marketing Manager		Jeanette Chupp	
Address		Address	
500 Arch Street, Williamsport, PA 17701		Hoover Bldg, Des Moines, Iowa	



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MA# 005 3438-09

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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
1	0.00000		7151034	\$0.000000 \$0.000000
			BOOKS, MISCELLANEOUS (BY TITLE OR PUBLISHER) BOOKS, MISCELLANEOUS (BY TITLE OR PUBLISHER) Review publications at web-site: www.bibz.com. Username: IADEMO and Passowrd: IADEMO (username and password are case sensitive). Discounts/Service Charge applicable as listed herein	
2	0.00000		7151037	\$0.000000 \$0.000000
			BOOKS, LIBRARY Adult & Juvenile Trade, Hardcover Editions = 45% discount	
3	0.00000		52520	\$0.000000 \$0.000000
			Book Cards, Date Slips, Pockets, Protectors, etc. Adult/Juvenile, Quality Paperback Editions = 41.5% discount	
4	0.00000	EA	95638	\$4.950000 \$0.000000
			Library Services (Not Otherwise Classified) Service Charge for Non-Discounted Titles Hardcover and paperback titles on which Brodart receives minimal or no discount and/or the publisher requires prepayment may be discounted at the non-trade discount or invoiced at the publisher's list price plus a service charge of \$4.95.	
5	0.00000		7151034	\$0.000000 \$0.000000
			BOOKS, MISCELLANEOUS (BY TITLE OR PUBLISHER) Single Edition Reinforced High Quality Binding= 45% discount	
6	0.00000		7151034	\$0.000000 \$0.000000
			BOOKS, MISCELLANEOUS (BY TITLE OR PUBLISHER) Publisher's Library Editions = 21.5% discount	
7	0.00000		7151034	\$0.000000 \$0.000000
			BOOKS, MISCELLANEOUS (BY TITLE OR PUBLISHER) University Press Trade Editions = 7% discount	
8	0.00000		7151034	\$0.000000 \$0.000000
			BOOKS, MISCELLANEOUS (BY TITLE OR PUBLISHER) Academic, Text, Technical & Reference Editions= 7% discount	
9	0.00000	EA	52520	\$0.990000 \$0.000000
			Book Cards, Date Slips, Pockets, Protectors, etc. Full Cataloging and Processing charge per Book.	
10	0.00000	EA	52520	\$0.790000 \$0.000000
			Book Cards, Date Slips, Pockets, Protectors, etc. Automated Processing Charge per Book	
11	0.00000	EA	52520	\$0.500000 \$0.000000
			Book Cards, Date Slips, Pockets, Protectors, etc. Processing Option: Full un-attached Jacket (per jacket)	
12	0.00000	EA	52520	\$0.550000 \$0.000000



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
			Book Cards, Date Slips, Pockets, Protectors, etc. Processing Option: Attached Jacket (per jacket)	
13	0.00000	EA	52520	\$0.450000 \$0.000000
			Book Cards, Date Slips, Pockets, Protectors, etc. Processing Option: Theft Detection (per device)	
14	0.00000	EA	52520	\$0.100000 \$0.000000
			Book Cards, Date Slips, Pockets, Protectors, etc. Processing Option: Attached Date Due Slip (per slip)	
15	0.00000	EA	52520	\$0.150000 \$0.000000
			Book Cards, Date Slips, Pockets, Protectors, etc. Processing Option: Attached Pocket (per pocket)	
16	0.00000	EA	52520	\$0.150000 \$0.000000
			Book Cards, Date Slips, Pockets, Protectors, etc. Processing Option: MARC Record (per title)	
17	0.00000	EA	52520	\$0.600000 \$0.000000
			Book Cards, Date Slips, Pockets, Protectors, etc. Processing Option: Loose Kits (per kit)	
18	0.00000	EA	52520	\$0.100000 \$0.000000
			Book Cards, Date Slips, Pockets, Protectors, etc. Processing Options: Bar Code Labels (per label)	
19	0.00000	EA	52520	\$0.150000 \$0.000000
			Book Cards, Date Slips, Pockets, Protectors, etc. Processing Option: Spine Labels (per label)	
20	0.00000	EA	52520	\$2.000000 \$0.000000
			Book Cards, Date Slips, Pockets, Protectors, etc. Processing Option: Duraguard (per book)	
21	0.00000	EA	52520	\$4.500000 \$0.000000
			Book Cards, Date Slips, Pockets, Protectors, etc. Processing Option: Duralam (per book)	



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TERMS AND CONDITIONS

Terms & Conditions Goods

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement.

General Terms and Conditions for goods contracts are posted at: http://das.gse.iowa.gov/terms_goods.pdf



Brodart Co..... 2008-2009

Discount(s) applicable:

- A. Adult and Juvenile Trade Hardcover Editions 45% discount
- B. Adult and Juvenile Quality Paperback Editions and
Mass Market Paperback Editions..... 41.5% discount
- C. Single Edition Reinforced High Quality Binding 45% discount
- D. Publisher's Library Editions 21.5% discount
- E. University Press Trade Editions; Academic, Text, Technical
and Reference Editions 7% discount

Hardcover and paperback titles on which Brodart receives minimal or no discount and/or the publisher requires pre-payment may be discounted at the non-trade discount or invoiced at the publisher's list price plus a service charge of \$4.95

Cataloging and Processing Options:

Full processing	\$.99 / book
Automated Processing.....	\$.79 / book
Unattached Jacket.....	\$.50 / jacket
Attached Jacket	\$.55 / jacket
Theft Detection.....	\$.45 / device
Attached Date Due Slip....	\$.10 / slip
Attached Pocket.....	\$.15 / pocket
MARC Records.....	\$.15 / title
Loose Kits.....	\$.60 / kit
Bar Code Labels.....	\$.10 / label
Spine Labels.....	\$.15 / label
Duraguard.....	\$2.00 / book
Duralam.....	\$4.50 / book



FULFILLMENT

Brodart manages over 265,000 titles and 5 million volumes annually. When ordering Adult Popular and Best Seller titles you can expect approximately 85% - 95% of your order in your initial shipment (which consists of in stock items at the time of order). Juvenile fiction and non-fiction first shipment percentages should reach 70% - 80%. Initial shipment percentages for general adult material should range from 60% - 70%. Overall fulfillment of your order should be 98% -100% of all titles available from the publisher. We suggest that customers allow their orders to remain open for a period of 60-90 days to facilitate receipt of backordered books. Any books not received during this time period will be cancelled and reported on cancellation notices.

Brodart's delivery, backorder and cancellation schedules are very flexible and can be customized to accommodate any library's specifications.

PACKING, SHIPPING & DELIVERY

Packaging and marking of shipments

Brodart's boxes are made of heavy corrugated cardboard and are extremely durable. Much care is taken in packing your order. Larger books are packed first, then smaller ones. The smaller books are packed spine to spine to prevent damage. The number of books, their thickness and weight determine the size of the box used for packaging. Boxes are filled with thin newspaper type brown paper. Shipping labels are covered with sticky, clear plastic tape and are applied to the top of every box. Boxes are sealed with tape that is constructed of paper, string and glue. Numbering of the boxes (i.e. 1 of 6, 2 of 6, etc.) within a shipment is indicated on the top of each carton.

Method of shipment and shipping charges

Brodart's single inventory location in Williamsport, Pennsylvania enables us to quickly and efficiently fill orders. Shipments are sent via best method or if size warrants, common carrier and designated for inside delivery. All shipments are F.O.B. destination Williamsport, Pennsylvania, **FREE OF CHARGE** to your main library. Branch shipping is also available for an additional fee.

Delivery

Brodart will make the initial shipment of books from inventory, for each purchase order, within 1 to 2 days from order release date for books requiring cataloging and/or processing and 1 day for books without cataloging and/or processing. Backorders can be picked as frequently as weekly. We suggest that you allow your orders to remain open for a period of 60-90 days to facilitate receipt of these books. Any books not received during this time period will be cancelled and reported on monthly cancellation notices.

CREDITS AND RETURNS

Any book received damaged, defective or not as ordered (wrong title supplied, short shipment, etc.) will be replaced or a credit will be issued. All contractor errors will be handled in this manner. Requests to return books for any other reason will be handled on an individual basis.

MANAGEMENT REPORTS

Packing Slip

Brodart's packing slip, which includes the title, author, Brodart TIN number, quantity shipped, customer purchase order and list price of each book, is packed in the last carton of every shipment. The carton indicates that a packing slip is enclosed. This packing document shows a control number, which can be matched with a corresponding invoice.

Invoicing

Brodart's invoices are available in triplicate and include the title, author, publisher code, quantity, list price, discount, unit price and extended price, as well as your purchase order number. Our payment terms are net 30 days from the date of the invoice. These payment terms are indicated in the TERMS section on all of our invoices.

Statements

Monthly statements are provided to Brodart customers only when there is a balance due on their account. This statement includes the account's billing address and Brodart bill to account number. It also includes the invoice number, item date, purchase order number, item amount and balance owed.

Confirmation Report

Paper confirmation of titles ordered can be supplied to the Library when orders are entered. The Confirmation Report will include the author/editor, title, Brodart TIN number, list price, discount, extended price and status (not yet published, out of print, must order direct). The confirmation reports are available by account number, and titles will be arranged alpha by author or by title.

On-Order Title Report

Brodart's On-Order Title Report will identify, by account number, the status of all titles on order. This report includes the Brodart TIN number, quantity ordered, author, title, customer purchase order number, list price and order date. The On-Order Title Report is available weekly, monthly or upon request.

Cancellation Reports

Brodart will notify all libraries of cancellations on a title-by-title basis. The Cancellation Report will include the Brodart TIN number, quantity ordered, author, title, publisher, list price, customer purchase order number, and the reason the title was cancelled. Cancellation reports are available weekly or monthly.

ORDERS

Brodart will set up accounts for your library based on your specifications and provide as many accounts as required. You will be permitted to add new accounts, delete old accounts, or change the name and address information. Multiple ship-to accounts will be linked to the appropriate bill-to account. Each ship-to account will include a five-line address and account number. The information will link to related cataloging and processing instructions.

Brodart offers a number of systems and methods for transmitting orders electronically:

- The first is to submit your order directly to Brodart through Bibz.com.
- Another option is to get on-order records, imported from Bibz.com, in a format developed especially for your integrated library system (ILS). On-order records can be imported directly into your system with or without the distribution information. On-order records are typically used to create a purchase order in the ILS. The purchase order can then be forwarded to Brodart as an EDI business transaction. Orders sent to us as an EDI business transaction can have EDI acknowledgements and EDI invoices outputted to your library.
- Send orders directly to Brodart from your integrated library system.

Your library can also place orders by fax at (800) 999-6799, telephone at (800) 233-8467, catalogs, lists generated by the library or Brodart (including TIPS, Collection Builder etc.), e-mail or mail. There is no minimum order requirement.

CUSTOMER SUPPORT

At Brodart, the sale does not end with delivery of the product. We value an ongoing supportive relationship with our clients. Our Customer Support staff is more than happy to answer any of your questions or provide any additional information you may need. Your customer service specialist is available by calling Brodart's toll-free number (800) 233-8467.

CATALOGING AND PROCESSING OPTIONS

Your library can select the classification and cataloging specifications that best meets your requirements. Options available include Dewey and Library of Congress classifications with Sears, Library of Congress or Library of Congress Children's subject headings. Multiple processing options are also available and include everything from loose components to fully cataloged custom shelf ready materials.

AUTOMATED CIRC-SERV CATALOGING

Brodart's Circ-Serv (automated cataloging) will provide your library with full level MARC cataloging records as well as an item holding record to be downloaded into your Library Automation System.

The item record may include variable data (will change for each title) such as local call numbers, barcode numbers and current list price as well as fixed data (will remain constant for each title under that account number) including location code and up to five optional fixed data sub-fields. Item records can be mapped to the tag and sub-field required by your integrated library system. You may choose to receive the records via FTP or diskette. Receiving MARC and item records through Circ-Serv is a cost effective and efficient way to expedite item level processing.

CUSTOMIZED COMPLEAT BOOK-SERV CATALOGING

Brodart's book-in-hand cataloging service, Compleat Book-Serv, has provided customized cataloging and technical support services to public libraries since 1985. Brodart's Compleat Book-Serv processing unit is located in our Williamsport, Pennsylvania warehouse. Brodart currently employs over 100 full-time catalogers.

Compleat Book-Serv catalogers, with book in hand, will search the library's MARC database to determine if the item can be processed as an added copy or if new cataloging is required. If a match is found, the record is verified against the book in hand and the library's existing MARC record is used to print labels and to complete the specified item level processing.

When new cataloging is required, Compleat Book-Serv catalogers will review, modify and upgrade existing cataloging records or provide original MARC cataloging. Creation of bibliographic records is in accordance with the Anglo-American Cataloging Rules, 2nd edition revised (latest update); Library of Congress Subject headings, latest edition; Dewey Decimal Classification, 22nd edition; and MARC21 specifications unless otherwise specified by the library. While the Library of Congress is the authority for MARC format, your MARC records can be customized with local information including a local call number. Shelf ready processing will be customized following the library's specifications.

Compleat Book-Serv pricing is available upon request.

PROCESSING OPTIONS

Brodart's processing options provide libraries with the industry's most comprehensive and versatile range of physical processing services featuring easy-to-read, laser-printed cataloging components that follow each accounts exact specifications.

Brodart's processing options include:

- Mylar jacket (attached or loose) for your books with dust jackets.
- Paperback protection with our exclusive Dura-Guard or Duralam systems.
- Theft detection.
- Presorted catalog cards.
- Customized laser-printed catalog card kits.
- Cataloging components (spine label, pocket, barcodes, etc.) can be attached or sent loose with

each book.

- Property identification on your books.
- Book pockets personalized with your library's name.
- Barcode labels.
- Preprinted barcode number on the pocket, shelf list card, and borrower's card.

Call Number/Subject Heading Options:

- Abridged Dewey with Sears or LCAC subject headings.
- Unabridged Dewey with Sears, LC or LCAC subject headings.
- Library of Congress with LC or LCAC subject headings.

All cataloging is performed using AACR2 revised and accompanying Library of Congress Rule Interpretations.

Brodart's catalog card kit includes:

- | | | |
|-----------------|------------------------|-------------------|
| • Book pocket | • Main entry cards (2) | • Borrowers card |
| • Pocket insert | • Title card | • Shelf list card |
| • Subject cards | • Spine label | |

NOTE: Any combination of components is available to meet a library's specific needs. Presorted catalog cards are available with each shipment or consolidated and provided with the final shipment.

BINDERY SERVICES

Brodart's **Dura-Guard** and **Duralam™** binding processes give you guaranteed paperback protection that is fast, easy and affordable. Paperbacks ordered through Brodart can easily be reinforced or converted to hard covers using either of our affordable binding techniques. And because Brodart's bindery is in-house, protecting your valuable paperbacks does not delay your initial book order. Your paperbacks are processed quickly and shipped with the rest of your books, saving you the time and expense of preparing separate purchase orders or receiving separate shipments.

Brodart's **Duralam™** service will stretch your book budget dollars by prolonging the life of your paperback books. The original paper cover is laminated to a heavy binder's board. The book is then rebound with a strong, permanently flexible glue. The result is a book with hard cover durability for a little more than the cost of a paperback.

Dura-Guard, a Kapco® product, enforces the spine of a paperback book and increases circulation durability. A one-piece, heavy-duty clear plastic keeps the cover art attractive and bright.

Both **Dura-Guard** and **Duralam™** processes...

- Are available for paperbacks ordered with or without additional cataloging and processing options.
- Have been perfected over 30 years of successful use.
- Are easy to order—simply indicate on your order the paperbacks you would like to have processed.

- Have no minimum order requirements.
- Feature bindings that are individually handcrafted to ensure quality workmanship.
- Guaranteed to your satisfaction. If you receive a book and the bind quality is unacceptable, you can return the book for replacement as long as the book is available from the publisher.

SAGEBRUSH BOUND BOOKS

Brodart Co. contracts with Sagebrush Corporation for rebound paperback books. The process of this transformation begins with the original publisher's paperback book. The cover is carefully removed and the image is scanned into a computer and then scanned to a hard cover. The outside cover is laminated with a nylon lamination material for extra protection. Sagebrush does not alter or choose the type of paper used in the rebound books; this is decided by the original publisher of the paperback book. Two end sheets are attached to each Sagebrush rebound book to preserve its pages. Depending on the thickness of the book, the unification is either accomplished by gluing or sewing.

COLLECTION DEVELOPMENT SERVICES

COLLECTION BUILDER CUSTOM SELECTION LISTS

Brodart has identified over 400 recommended bibliographies, review journals, and other sources, and indexed them in our up-to-date title database. This extensive resource enables us to produce custom selection lists for a wide range of collection development needs such as collection building in specific areas, coordinated replacement ordering or planning opening day collections.

- These comprehensive selection lists present the titles in shelf list order for a systematic approach to collection development.
- Each citation on the selection list includes call number, author, title, publisher, date, price, ISBN, binding, descriptors, media, age range, title status, review citations, and the sources which contain the title.
- It is easy to review the titles, make your selections, and mark the orders right on the list.
- To request a selection list, tell us the subject to be covered, age levels, types of bindings, publication dates and other pertinent information. We will provide a profile to walk you through the process.
- Selection lists are produced and delivered to you in two to four weeks. These custom selection lists are provided free of charge to active Brodart customers with the understanding that any titles ordered from these lists are to be ordered from Brodart.

TIPS

TIPS (*Title Information Preview Service*) is designed to help a library streamline its ongoing selection process. We identify new titles, gather all pertinent information on those titles, eliminate duplicates and present you with regular lists of new titles to consider for your collection. We do the legwork; you make your selections.

Through TIPS, the library can set up one or more profiles based on the following elements:

- review sources
- subject categories
- publishers
- series
- authors/illustrators
- age levels
- physical formats

These profile elements, chosen specifically to meet the needs of libraries, allow you either to create a profile that mimics your current title identification and list building process OR to explore new approaches to the collection building process. In other words, if you compile lists from multiple journal reviews, we can do that for you. Or, if you would like to expand the number of sources from which you draw titles, we can monitor new titles by publisher, series, author, or illustrator.

- On a regular basis the library receives lists of new titles meeting its profile. This can be weekly, twice monthly, or monthly and can be done on a pre-publication or a just-published basis. Duplicate titles are eliminated before you receive the lists and can be blocked from list to list.
- Full text reviews from Book Report, Booklist, Bulletin for the Center for Children's Books, Horn Book, Kirkus, KLIATT, Library Journal, Library Talk, Publishers Weekly, School Library Journal, Science Books & Films, and VOYA are offered as an option. Full review citations including date and page number are also available from three other review journals.
- These lists are available in the traditional print formats, as well as electronically via diskette, FTP, or on Bibz.com, Brodart's web-based collection development and acquisitions tool. Files are available in ASCII or MARC format for loading into integrated systems, word-processing software, or electronic ordering software.

TIPS lists are available on a subscription basis to Brodart's Books Division customers. A fee to cover data processing and other costs is set based on the number of profiles, the list format, and review journals. TIPS pricing has been included.

SPANISH TIPS

Spanish TIPS is a monthly TIPS program for Spanish titles. Brodart's experienced Spanish selectors identify approximately 100-150 titles each month that includes titles for all ages and in all subjects. Spanish TIPS can be split into two or more separate lists if that is most convenient for your library. Titles come from both U.S. and foreign publishers including publishers from the major Spanish-speaking countries. These titles are fully coded, cataloged and annotated. It is our intent to identify the Spanish titles most valuable to public libraries and present them through the TIPS profiling system. Spanish TIPS pricing has been included.

FASTIPS

Libraries may choose to set up profiles with a FASTips automatic order option. For example, this can be used to automatically order a certain number of copies of future titles from a particular author or to order one or more copies of each title published by a particular publisher. The library provides a purchase order and a quantity (which may vary) and an order is automatically placed for all titles that meet the criteria of the profile. The most common automatic order is by author, using the most popular "must-have" authors in

a profile to ensure receipt of their titles. Illustrators can also be used in children's profiles. A series profile is also an option. Titles ordered through this means are firm orders, not approval copies, and may not be returned unless damaged, defective or incorrectly shipped (incorrect book supplied). There is no charge for FASTips profiles using the automatic order option.

Bibz.com

Bibz.com is our **free** web-based collection development and ordering tool intended for the public library market. Some of the highlights to Bibz.com are:

- Allows searching of the 2.6 million Brodart title file by combinations of 30 possible search criteria (e.g. Author, Title, Bind and ISBN).
- Provides access to hundreds of predefined lists such as Social Issues for Teens, Fiction Blockbusters, and Career books that are regularly updated with new titles.
- Search results or predefined lists can be selected and saved to personal collections of preorders.
- Users have full list editing capabilities to add, change, and delete titles on these preorders.
- Lists may be shared within your library consortium, with administrative controls.
- Includes citations from significant reviews and full text reviews from Kirkus.
- Provides unlimited number of User Ids and full "family" functionality.
- Ability to submit orders or download orders into your Integrated Library System.



TIPS & BIBZ RATES

TIPS Profiles

All rates are based on each Profile.

TIPS Profile:	\$50 per month per Profile
Electronic access through Bibz.com:	Free
Paper Set:	\$5.00 per printed list
Note: Standard delivery method is Priority Mail (United States Postal Service). Other delivery methods are available for an additional fee.	

Review Sources

Rates are determined by the number of full-text review sources accessed either through Bibz.com or a TIPS profile. There is no charge for Kirkus Reviews. Additional sources are available per the rate schedule below.

Kirkus Reviews	Free
Up to 4 Additional Sources	\$50 total per month
Up to 8 Additional Sources	\$70 total per month
All Review Sources	\$90 total per month

BIBZ with citations No charge

BIBZ with TIPS-level access See the Review Sources rates listed above

Spanish TIPS Pricing

<u>Book Budget</u>	<u>Spanish Sales</u>
\$1,500 - \$50,000	\$1,500
\$50,001 - \$350,000	\$4,000
Over \$350,000	\$8,500

Your annual book budget will determine the amount of Spanish sales needed to receive Spanish TIPS FREE. If your Spanish sales do not meet or exceed the amount shown below based on the category which applies to you, the annual subscription fee is \$720.

Paper Set: \$5.00 each

To begin Spanish TIPS please complete and return the attached Spanish TIPS Acceptance form.



Spanish TIPS Acceptance

By signing this form, I accept the pricing proposal and agree to pay the annual subscription of \$720 if my Spanish Sales do not meet or exceed the amount shown on the proposal based on my annual book budget.

Library Name

\$ _____
Annual Book Budget

Authorized Signature

Print Name and Title

Date

Please return this page to:

Sandy Rose
Brodart Co.
500 Arch Street
Williamsport, PA 17701

Brodart Co. use only

Form Received by Collection Development

Date Received

Person Who Received the Form



PRICING PROPOSAL

Books will be supplied to the State of Iowa at publisher's list prices less the following discounts off of www.bibz.com

Trade Hardcover Editions	45%
Non-Trade Hardcover & Paperback Editions	7%*
Publisher's Library Editions	21.5%
Single Reinforced Editions	45%
Trade & Mass Market Paperbacks	41.5%
Freight	Free

CATALOGING AND PROCESSING OPTIONS

Full Processing (Includes: an attached jacket and complete catalog card set.)	\$.99/book
Automated Processing (Includes: an attached jacket, barcode label and machine readable cataloging.)	\$.79/book
Unattached Jacket	\$.50/jacket
Attached Jacket	\$.55/jacket
Theft Detection	\$.45/device
Attached Date Due Slip	\$.10/slip
Attached Pocket	\$.15/pocket
MARC Records	\$.15 per title
Loose Kits	\$.60/kit
Bar Code Labels	\$.10/ label
Spine Labels	\$.15/label

BINDERY SERVICES

Duraguard	\$ 2.00/book
Duralam	\$ 4.50/book

Hardcover and paperback titles on which Brodart receives minimal or no discount and/or the publisher requires prepayment may be discounted at the non-trade discount or invoiced at the publisher's list price plus a service charge of \$4.95.

If throughout the course of this contract/agreement your mix of titles or quantities changes, Brodart reserves the right to review and revise our discounts and/or pricing accordingly. The above discounts will remain in effect until September 30, 2007.